

02/09/17

Open Market Energy, LLC

Profit and Loss Standard

January through December 2016

	<u>Jan – Dec '16</u>	<u>Jan – Dec '15</u>
Ordinary Income/Expense		
Income		
Energy Efficiency Income	128,340.64	23,011.03
Energy Sales Commissi...	3,101,956.14	1,657,191.55
Other Regular Income	20.61	0.00
Total Income	<u>3,230,317.39</u>	<u>1,680,202.58</u>
Cost of Goods Sold		
Energy Efficiency COGS	46,509.44	22,987.26
Customer Refunds	1,957.67	0.00
Total COGS	<u>48,467.11</u>	<u>22,987.26</u>
Gross Profit	3,181,850.28	1,657,215.32
Expense		
Continuing Education	598.00	0.00
Legal	0.00	2,175.00
Payroll Expenses	487,503.17	721,671.85
Advertising	17,191.53	11,007.13
Automobile Expense	19,094.68	421.68
Bank Service Charges	302.08	203.91
Computer Services	0.00	134.14
Contributions	4,875.00	1,875.00
Donations	2,776.50	1,550.00
Dues and Subscriptions	18,723.60	14,485.35
Equipment Rental	1,575.00	0.00
Insurance	9,201.25	4,025.00
Interest Expense	4,458.32	7,688.17
Licenses and Permits	5,705.90	3,268.67
Marketing	11,103.15	0.00
Miscellaneous	0.00	70.00
Office Equipment	5,896.98	6,964.34
Office Supplies	4,463.45	12,459.22
Outside Services	1,991.00	0.00
Parking	3,211.74	3,314.39
Postage and Delivery	529.38	912.78
Printing and Reproducti...	0.00	673.97
Professional Fees	2,090,388.21	796,977.09
Rent	9,315.28	23,524.52
Software	96.43	1,286.67
Surety Bond Fee	300.00	430.00
Taxes	300.00	300.00

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Telephone	600.20	734.67
Travel & Ent	<u>85,851.84</u>	<u>89,526.55</u>
Total Expense	<u>2,786,052.69</u>	<u>1,705,680.10</u>
Net Ordinary Income	395,797.59	-48,464.78
Other Income/Expense		
Other Income		
Interest Income	<u>0.00</u>	<u>45.54</u>
Total Other Income	<u>0.00</u>	<u>45.54</u>
Net Other Income	<u>0.00</u>	<u>45.54</u>
Net Income	<u><u>395,797.59</u></u>	<u><u>-48,419.24</u></u>

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Balance Sheet Standard

As of December 31, 2016

	Dec 31, '16	Dec 31, '15
ASSETS		
Current Assets		
Checking/Savings		
United Bank	25,266.50	36,077.91
Total Checking/Savings	25,266.50	36,077.91
Other Current Assets		
PEPCO Rebates 1	3,420.05	0.00
Commission Advances	79,921.00	305,921.00
Total Other Current Assets	83,341.05	305,921.00
Total Current Assets	108,607.55	341,998.91
Other Assets		
Clubhouse 4400 LLC	50,000.00	50,000.00
Total Other Assets	50,000.00	50,000.00
TOTAL ASSETS	158,607.55	391,998.91
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Sales Tax Payable – Maryl...	859.42	992.37
Line of Credit	50,000.00	165,000.00
Total Other Current Liabili...	50,859.42	165,992.37
Total Current Liabilities	50,859.42	165,992.37
Total Liabilities	50,859.42	165,992.37
Equity		
Amy Gardiner Equity	-239,630.22	274,425.78
Retained Earnings	-48,419.24	0.00
Net Income	395,797.59	-48,419.24
Total Equity	107,748.13	226,006.54
TOTAL LIABILITIES & EQUITY	158,607.55	391,998.91